

Message Text

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E.O. 11652: N/A

TAGS: BCOM IN

SUBJECT: TRAINING PROGRAM FOR FOREIGN SERVICE ECONOMIC/
COMMERCIAL LOCAL EMPLOYEES

FOLLOWING SENT ACTION NEW DELHI FROM CALCUTTA JUL 25

IS REPEATED

QUOTE

CALCUTTA 1706

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SUBJECT: TRAINING PROGRAM FOR FOREIGN SERVICE ECONOMIC/
COMMERCIAL LOCAL EMPLOYEES

REF: STATE 169691

1. CALCUTTA RECOMMENDS MOST HIGHLY FSL-2 SANJIT GUPTA FOR
THE TRAINING PROGRAM WHICH IS TO BEGIN OCTOBER 13. GUPTA
HAS PROVEN CAPABILITIES AND POTENTIAL FOR FURTHER DEVELOPMENT
AND WE BELIEVE THAT THE KNOWLEDGE AND EXPERIENCE HE WOULD
GAIN FROM THIS PROGRAM WOULD CONSTITUTE A KEY INVESTMENT IN

THE QUALITY OF OUR ECONOMIC/COMMERCIAL OPERATIONS OVER THE
COMING YEARS. AS YOU KNOW, THIS POST IS NOW ENGAGED IN
A DETERMINED EFFORT TO UPGRADE ITS ECONOMIC/COMMERCIAL
OPERATORS.

2. MR. GUPTA (BORN JUNE 1, 1931 AT CALCUTTA) JOINED THE
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CONSULATE GENERAL ON JUNE 28, 1966 AS ECONOMIC ANALYST--

GRADE FSL-5. HIS EDUCATIONAL BACKGROUND INCLUDES A MASTER'S DEGREE IN COMMERCE WITH MAJOR SUBJECTS ECONOMICS, ACCOUNTING, BANKING, LAW AND INSURANCE. PREVIOUS EXPERIENCE INCLUDED CHIEF OF THE DEPARTMENT OF RESEARCH AND ECONOMIC STUDIES OF THE BENGAL NATIONAL CHAMBER OF COMMERCE. PRIOR TO THE REORGANIZATION OF THE ECONOMIC/COMMERCIAL SECTION OVER A YEAR AGO, MR. GUPTA WAS PRIMARILY RESPONSIBLE FOR GENERAL ECONOMIC ANALYSIS AND REPORTING ON AGRICULTURE, FOOD SUPPLY, IEA AND JUTE INDUSTRIES WITH THE REORGANIZATION, HE WAS PROMOTED TO FSL-2 AND GIVEN RESPONSIBILITY OF SUPERVISING/COORDINATING THE WORK OF THE FOUR PROFESSIONAL LEVEL EMPLOYEES IN THE SECTION. HE WAS RELIEVED OF RESPONSIBILITY FOR SPECIFIC REPORTING ON AGRICULTURE AND AGRO BASED INDUSTRIES, GIVEN THE FIELDS OF IRON AND STEEL AND ENERGY AND, MOST IMPORTANT, RESPONSIBILITY FOR INCREASING THE FOCUS OF THE ACTION'S WHOLE SPECTRUM OF WORK ON U.S. TRADE AND BUSINESS PROMOTION. HE IS ALSO MEETING OUR LOCAL AUTHORITIES ON GOI BUSINESS POLICIES AND PRACTICES. IN 1974 HE VOLUNTEERED TO CONDUCT AN ALL-INDIA MARKET RESEARCH STUDY-WORK HE HAD NEVER DONE BEFORE--WHICH WAS HIGHLY PRAISED AND RESULTED IN A SUCCESSFUL VISIT TO INDIA OF A U.S. TRADE MISSION. HE IS NOW COMPLETING ANOTHER ALL-INDIA STUDY FOR WHICH HE ALSO VOLUNTEERED.

3. MR. GUPTA'S PERFORMANCE HAS BEEN CONSISTINGLY OUTSTANDING HE HAS TAKEN EVERY OPPORTUNITY FOR TRAVEL. THROUGHOUT INDIA (THE MARKET STUDIES) AND FOR TRAVEL WITHIN EASTERN INDIA TO THE MAIN INDUSTRIAL CENTERS. HE HAS NEVER TRAVELLED OUTSIDE OF INDIA AND WE ARE CONVINCED THAT THIS OPPORTUNITY FOR TRAINING IN HIS FIELD IN THE UNITED STATES WOULD GREATLY ENHANCE HIS EFFECTIVENESS IN OUR ECONOMIC/COMMERCIAL ACTIVITIES OVER THE COMING YEARS.

5. FOUR SPECIFIC INDUSTRIES WHICH WOULD BE OF VALUE TO HIM TO STUDY ARE A . MINING B. IRON AND STEEL C. HEAVY AND LIGHT ENGINEERING D.CHEMICALS THESE ARE SELECTED IN TERMS OF OUR MAIN FIELDS OF TRADE/ INVESTMENT OPPORTUNITIES, CONSIDERATION OF THE LENGTH OF THE TRAINING PROGRAM, AND THE DESIREABILITY OF

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PROVIDING HIM WITH AN INSIGHT INTO THE OPERATIONS/ MANAGEMENT OF SIMILAR FIRMS IN THE UNITED STATES.

6. MR. GUPTA IS FULLY FLUENT IN ENGLISH, IS IN EXCELLENT HEALTH, AND MEETS ALL OTHER QUALIFICATIONS MENTIONED SIGNED KORN
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